

Financial & Professional Services Career Pathway

MISSOURI ECONOMIC RESEARCH & INFORMATION CENTER
MISSOURI DEPARTMENT OF HIGHER EDUCATION
& WORKFORCE DEVELOPMENT
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What are Career Pathways?

Career Pathways are groups of occupations within a career field. Occupations within a pathway share common skills, knowledge, and interests. The pathways use industry-recognized credentials and are examples of how different levels of training or education can help provide opportunities for career advancement.

Missouri Numbers:



29,322 Employers



285,651 Workers



\$97,076 Average Wage

Why Have a Career in Financial & Professional Services?

Missouri has a strong presence in the Financial and Professional Services industry, being home to several Fortune 1000 companies including Centene, Emerson Electric, Reinsurance Group of America, and Jones Financial (Edward Jones). The Financial & Professional Services industry makes up 11.8 percent of total private sector employment, employing over 285,000 workers in more than 29,000 businesses in 2022. Employment has been growing an average of 0.2 percent per year from 2017 to 2022. Missouri's Financial & Professional Services industry has a similar employment concentration to the rest of the nation, with particularly high employment concentrations in *Management of Companies & Enterprises* and *Insurance Carriers and Related Activities*. Wages in this industry averaged \$97,076 in 2022, much higher than the state average of \$54,520 for all industries.

With many career paths to choose from, as well as high employment, wages, and solid growth, the Financial & Professional Services industry has many opportunities for a rewarding career in Legal Services, Business Operations, Sales & Marketing, and Financial & Insurance Services.

Know the Basics

Careers in this industry frequently involve interactions with the public, therefore customer service skills and being able to talk about the benefits of a service or accept criticism as a professional company representative is a must. Soft skills, such as interpersonal skills, professionalism, and dependability are important in all industries and occupations, including the Financial & Professional Services Industry.

Skills needed for Success

The Financial & Professional Services field has a set of industry-wide technical competencies that represent the knowledge and skills needed to be successful in these industries. Familiarity with relevant regulations, codes, and laws imposed by regulatory agencies is crucial. Knowledge of business operations, financial reporting, and technology applications are some of the skills that are needed for success.

Who's Hiring in Missouri?

Edward Jones
Centene Corporation
Wells Fargo
Anthem Blue Cross
KPMG



Sales & Marketing

Financial/ Insurance Services

Now

Short-Term On-the-Job Training

Customer Service Representatives
Entry: \$30,840 Average: \$40,410

Telemarketers
Entry: \$25,770 Average: \$33,610

Certificates: Business Administration Certificates

Tellers
Entry: \$27,910 Average: \$31,730

Financial Clerks, All Other
Entry: \$36,000 Average: \$38,460

Certificates: Cash Handling

Next

Certificate, Associate Degree, Apprenticeship, Moderate- to Long-Term On-the-Job Training

First-Line Supervisor of Non-Retail Sales Workers
Entry: \$65,120 Average: \$92,160

Advertising Sales Agent
Entry: \$35,100 Average: \$57,180

New Accounts Clerks
Entry: \$31,190 Average: \$40,130

Degrees: Business Administration & Management
Certificates: Business Administration & Management

Bookkeeping, Accounting & Auditing Clerks
Entry: \$35,250 Average: \$45,470

Claims Adjusters, Examiners, & Investigators
Entry: \$50,130 Average: \$69,020

Tax Preparers
Entry: \$28,010 Average: \$48,340

Certificates: Adjuster, Accounting, QuickBooks,
Tax Preparation

Later

Bachelor's Degree or Advanced Degree

Market Research Analysts & Marketing Specialists
Entry: \$47,780 Average: \$74,210

Graphic Designers
Entry: \$36,350 Average: \$50,230

Sales Managers
Entry: \$89,950 Average: \$143,710

Degrees: Business Administration & Management,
Marketing, Communication, Graphic Design,
Journalism

Loan Officers
Entry: \$45,460 Average: \$84,190

Personal Financial Advisors
Entry: \$60,700 Average: \$122,300

Financial Managers
Entry: \$97,950 Average: \$149,270

Degrees: Accounting, Finance, Business
Administration & Management

Sources:

Lightcast™

Employment and Training Administration, Competency Model Clearinghouse
2022 Occupational Employment Survey Wage data, U.S. Bureau of Labor Statistics
Quarterly Census of Employment and Wages, U.S. Bureau of Labor Statistics
Top employers data is based on 2022 online job ads



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Legal Services

Business Operations

Now

Short-Term On-the-Job Training

General Office Clerks
Entry: \$29,770 Average: \$41,280

File Clerks
Entry: \$27,600 Average: \$38,780

Certificates: Business Administration

Mail Clerks & Mail Machine Operators
Entry: \$30,910 Average: \$34,780

General Office Clerks
Entry: \$29,770 Average: \$41,280

Certificates: Business Administration

Next

Certificate, Associate Degree, Apprenticeship, Moderate- to Long-Term On-the-Job Training

Paralegals & Legal Assistants
Entry: \$45,550 Average: \$58,040

**Executive Secretaries & Executive
Administrative Assistants**
Entry: \$46,590 Average: \$60,180

Certificates: Paralegal, Legal Assistant, Notary
License

**First-Line Supervisor of Office &
Administrative Support Workers**
Entry: \$45,430 Average: \$62,340

Human Resources Assistants
Entry: \$36,000 Average: \$43,820

Certificates: Certified Payroll Professional
Degrees: Business Administration & Management

Later

Bachelor's Degree or Advanced Degree

Lawyers
Entry: \$80,030 Average: \$138,680

Degrees: Law

General & Operations Managers
Entry: \$53,990 Average: \$103,760

Human Resources Specialists
Entry: \$45,810 Average: \$65,080

Management Analysts
Entry: \$61,550 Average: \$102,790

Degrees: Business Administration & Management,
Human Resources Development, Computer Science,
Finance

Sources:

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Employment and Training Administration, Competency Model Clearinghouse
2022 Occupational Employment Survey Wage data, U.S. Bureau of Labor Statistics
Quarterly Census of Employment and Wages, U.S. Bureau of Labor Statistics
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